AC325-1

# Manufacturing REPORT

Manufactured Housing Institute
1745 JEFFERSON DAVIS HIGHWAY, ARLINGTON, VIRGINIA 22202

**FEBRUARY 1991**

Manufactured home builders shipped 10,853 homes in February, 2,777 fewer homes than February of last year, a decrease of 20.4 percent. For the year, overall shipments are off 4,759 homes from last year or 17.7 percent. A total of 86 companies were producing out of 228 plants in the month of February.

The Mountain region remains the only region to show a positive increase in shipments when compared to last year. Washington and Oregon continue to show strong shipment gains while Texas replaced Pennsylvania as the tenth largest shipment state.

Regional Shipments, Percent Change and Market Share
Cumulative Shipments January Through February

| | 1991 | | | 1990 | |
|---|---|---|---|---|---|
| REGION | SHPMTS | MKT SHARE | PCT CHG | SHPMTS | MKT SHARE |
| Northeast | 1,453 | 6.6 | - 23.4 | 1,898 | 7.1 |
| East North Central | 2,702 | 12.2 | - 14.4 | 3,156 | 11.7 |
| West North Central | 1,077 | 4.9 | - 11.4 | 1,215 | 4.5 |
| South Atlantic | 7,384 | 33.4 | - 31.9 | 10,845 | 40.4 |
| South Central | 4,018 | 18.2 | - 12.2 | 4,574 | 17.0 |
| Mountain | 1,410 | 6.4 | + 3.8 | 1,358 | 5.1 |
| Pacific | 2,788 | 12.6 | - 7.0 | 2,999 | 11.2 |

Top Ten States, Percent Change and Market Share
Cumulative Shipments January Through February

| | | 1991 | | | 1990 | | |
|---|---|---|---|---|---|---|---|
| | STATES | SHPMTS | MKT SHARE | PCT CHG | SHPMTS | MKT SHARE | RANK |
| 1. | Florida | 2,303 | 11.1 | - 33.4 | 3,460 | 13.3 | 1 |
| 2. | North Carolina | 1,867 | 9.0 | - 21.7 | 2,384 | 9.2 | 2 |
| 3. | South Carolina | 1,161 | 5.6 | - 41.5 | 1,984 | 7.6 | 5 |
| 4. | Washington | 1,015 | 4.9 | + 42.6 | 712 | 2.7 | 13 |
| 5. | Georgia | 1,009 | 4.8 | - 38.2 | 1,634 | 6.3 | 4 |
| 6. | Michigan | 968 | 4.6 | - 8.5 | 1,058 | 4.1 | 7 |
| 7. | California | 952 | 4.6 | - 40.3 | 1,595 | 6.1 | 5 |
| 8. | Alabama | 881 | 4.2 | - 28.5 | 1,232 | 4.7 | 6 |
| 9. | Oregon | 816 | 3.9 | + 19.0 | 686 | 2.6 | 14 |
| 10. | Texas | 710 | 3.4 | + 10.4 | 643 | 2.5 | 17 |

For further information contact MHI at (703) 979-6620
Data Source: National Conference of States on Building Codes and Standards, Inc. (NCSBCS)

## Manufactured Home Production

| | Each Month | | | | Cumulative for Year | | |
|---|---|---|---|---|---|---|---|
| | 1990 | 1991 | % Change | | 1990 | 1991 | % Change |
| January | 13,383 | 11,707 | - 12.5% | January | 13,383 | 11,707 | - 12.5% |
| February | 13,725 | 10,855 | - 20.9% | Jan-Feb | 27,108 | 22,562 | - 16.8% |
| March | 16,248 | | | Jan-Mar | 43,356 | | |
| April | 16,227 | | | Jan-Apr | 59,583 | | |
| May | 18,134 | | | Jan-May | 77,717 | | |
| June | 17,373 | | | Jan-June | 95,090 | | |
| July | 15,126 | | | Jan-July | 110,216 | | |
| August | 19,495 | | | Jan-Aug | 129,711 | | |
| September | 15,892 | | | Jan-Sep | 145,603 | | |
| October | 18,081 | | | Jan-Oct | 163,684 | | |
| November | 14,249 | | | Jan-Nov | 177,933 | | |
| December | 10,264 | | | Jan-Dec | 188,197 | | |

## Estimated Manufactured Home Shipments*

| | Each Month | | | | Cumulative for Year | | |
|---|---|---|---|---|---|---|---|
| | 1990 | 1991 | % Change | | 1990 | 1991 | % Change |
| January | 13,260 | 11,278 | - 14.9% | January | 13,260 | 11,278 | - 14.9% |
| February | 13,612 | 10,835 | - 20.4% | Jan-Feb | 26,872 | 22,113 | - 17.7% |
| March | 16,313 | | | Jan-Mar | 43,185 | | |
| April | 16,472 | | | Jan-Apr | 59,657 | | |
| May | 18,052 | | | Jan-May | 77,709 | | |
| June | 17,557 | | | Jan-June | 95,266 | | |
| July | 15,059 | | | Jan-July | 110,325 | | |
| August | 19,399 | | | Jan-Aug | 129,724 | | |
| September | 15,921 | | | Jan-Sep | 145,645 | | |
| October | 17,930 | | | Jan-Oct | 163,575 | | |
| November | 14,267 | | | Jan-Nov | 177,842 | | |
| December | 10,330 | | | Jan-Dec | 188,172 | | |

*Estimated Monthly Shipment Figures Are Computed By MHI From NCSBCS Data. In Making The Computation, It Is Assumed That All Month-End Destination Pending Items Represent Finished Home Inventory And That All Inventory Is Shipped During The Following Month.

## Manufacturer Inventory

| | As A Percentage Of Same Month Production | | | Homes In Inventory | |
|---|---|---|---|---|---|
| | 1990 | 1991 | | 1990 | 1991 |
| January | 3.5% | 7.3% | January | 475 | 850 |
| February | 4.3% | 8.0% | February | 588 | 870 |
| March | 3.2% | | March | 523 | |
| April | 1.7% | | April | 278 | |
| May | 2.0% | | May | 360 | |
| June | 1.3% | | June | 230 | |
| July | 2.0% | | July | 297 | |
| August | 2.0% | | August | 393 | |
| September | 2.3% | | September | 364 | |
| October | 2.8% | | October | 515 | |
| November | 3.5% | | November | 497 | |
| December | 4.2% | | December | 431 | |

## Manufactured Home Production

| | February 1990 | February 1991 | % Change | Year-To-Date 1990 | Year-To-Date 1991 | % Change |
|---|---|---|---|---|---|---|
| **Northeast** | | | | | | |
| Connecticut * | * | * | --- | * | * | --- |
| Maine | 25 | 12 | - 52.0% | 37 | 22 | - 40.5% |
| Massachusetts * | * | * | --- | * | * | --- |
| New Hampshire * | * | * | --- | * | * | --- |
| New Jersey * | * | * | --- | * | * | --- |
| New York * | * | * | --- | * | * | --- |
| Pennsylvania | 933 | 587 | - 37.1% | 1,733 | 1,229 | - 29.1% |
| Rhode Island * | * | * | --- | * | * | --- |
| Vermont * | * | * | --- | * | * | --- |
| **Total** | **958** | **599** | **- 37.5%** | **1,770** | **1,251** | **- 29.3%** |
| **East North Central** | | | | | | |
| Illinois * | * | * | --- | * | * | --- |
| Indiana | 1,616 | 1,291 | - 20.1% | 2,975 | 2,542 | - 14.6% |
| Michigan * | * | * | --- | * | * | --- |
| Ohio | 191 | 161 | - 15.7% | 301 | 305 | 1.3% |
| Wisconsin | 180 | 160 | - 11.1% | 330 | 269 | - 18.5% |
| **Total** | **1,987** | **1,612** | **- 18.9%** | **3,606** | **3,116** | **- 13.6%** |
| **West North Central** | | | | | | |
| Iowa * | * | * | --- | * | * | --- |
| Kansas | 104 | 117 | 12.5% | 189 | 212 | 12.2% |
| Minnesota | 136 | 141 | 3.7% | 195 | 245 | 25.6% |
| Missouri * | * | * | --- | * | * | --- |
| Nebraska | 174 | 170 | - 2.3% | 317 | 332 | 4.7% |
| North Dakota * | * | * | --- | * | * | --- |
| South Dakota * | * | * | --- | * | * | --- |
| **Total** | **414** | **428** | **3.4%** | **701** | **789** | **12.6%** |
| **South Atlantic** | | | | | | |
| Delaware * | * | * | --- | * | * | --- |
| Florida | 1,294 | 879 | - 32.1% | 2,800 | 1,863 | - 33.5% |
| Georgia | 2,087 | 1,292 | - 38.1% | 4,380 | 2,748 | - 37.3% |
| Maryland * | * | * | --- | * | * | --- |
| North Carolina | 1,365 | 1,233 | - 9.7% | 2,711 | 2,552 | - 5.9% |
| South Carolina * | * | * | --- | * | * | --- |
| Virginia | 244 | 194 | - 20.5% | 536 | 429 | - 20.0% |
| West Virginia * | * | * | --- | * | * | --- |
| **Total** | **4,990** | **3,598** | **- 27.9%** | **10,427** | **7,592** | **- 27.2%** |
| **South Central** | | | | | | |
| Alabama | 1,295 | 963 | - 25.6% | 2,423 | 1,867 | - 22.9% |
| Arkansas * | * | * | --- | * | * | --- |
| Kentucky * | * | * | --- | * | * | --- |
| Louisiana * | * | * | --- | * | * | --- |
| Mississippi | 437 | 364 | - 16.7% | 812 | 774 | - 4.7% |
| Oklahoma * | * | * | --- | * | * | --- |
| Tennessee | 959 | 892 | - 7.0% | 1,921 | 1,904 | - 0.9% |
| Texas | 327 | 350 | 7.0% | 658 | 710 | 7.9% |
| **Total** | **3,018** | **2,569** | **- 14.9%** | **5,814** | **5,255** | **- 9.6%** |

## Manufactured Home Production

| | February 1990 | February 1991 | % Change | Year-To-Date 1990 | Year-To-Date 1991 | % Change |
|---|---|---|---|---|---|---|
| **Mountain** | | | | | | |
| Arizona | 285 | 215 | - 24.6% | 536 | 432 | - 19.4% |
| Colorado * | * | * | --- | * | * | --- |
| Idaho | 212 | 231 | 9.0% | 447 | 534 | 19.5% |
| Montana * | * | * | --- | * | * | --- |
| Nevada * | * | * | --- | * | * | --- |
| New Mexico * | * | * | --- | * | * | --- |
| Utah * | * | * | --- | * | * | --- |
| Wyoming * | * | * | --- | * | * | --- |
| **Total** | 497 | 446 | - 10.3% | 983 | 966 | - 1.7% |
| **Pacific** | | | | | | |
| Alaska * | * | * | --- | * | * | --- |
| California | 857 | 523 | - 39.0% | 1,742 | 1,159 | - 33.5% |
| Hawaii * | * | * | --- | * | * | --- |
| Oregon | 536 | 640 | 19.4% | 1,173 | 1,435 | 22.3% |
| Washington | 125 | 144 | 15.2% | 245 | 302 | 23.3% |
| **Total** | 1,518 | 1,307 | - 13.9% | 3,160 | 2,896 | - 8.4% |
| DC & U.S. Terr. * | * | * | --- | * | * | --- |
| Gov't & Export | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Beginning Inv. | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Other (Canada) | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| States With * | 34[illegible] | 296 | - 13.7% | 647 | 697 | 7.7% |
| **Total Production** | 13,7[illegible] | 10,855 | - 20.9% | 27,108 | 22,562 | - 16.8% |

*These States Have Less Than Three Manufacturers, Figures Are Aggregated on First Line Above Totals, "States With *" to Protect Proprietary Information.

## Manufactured Home Shipments

| | February 1990 | February 1991 | % Change | Year-To-Date 1990 | Year-To-Date 1991 | % Change |
|---|---|---|---|---|---|---|
| **Northeast** | | | | | | |
| Connecticut | 7 | 6 | - 14.3% | 14 | 16 | 14.3% |
| Maine | 79 | 59 | - 25.3% | 153 | 140 | - 8.5% |
| Massachusetts | 7 | 8 | 14.3% | 31 | 17 | - 45.2% |
| New Hampshire | 18 | 11 | - 38.9% | 46 | 23 | - 50.0% |
| New Jersey | 41 | 20 | - 51.2% | 78 | 39 | - 50.0% |
| New York | 364 | 252 | - 30.8% | 660 | 477 | - 27.7% |
| Pennsylvania | 471 | 305 | - 35.2% | 869 | 704 | - 19.0% |
| Rhode Island | 1 | 2 | 100.0% | 4 | 3 | - 25.0% |
| Vermont | 14 | 19 | 35.7% | 43 | 34 | - 20.9% |
| **Total** | **1,002** | **682** | **- 31.9%** | **1,898** | **1,453** | **- 23.4%** |
| **East North Central** | | | | | | |
| Illinois | 207 | 145 | - 30.0% | 376 | 273 | - 27.4% |
| Indiana | 351 | 243 | - 30.8% | 681 | 537 | - 21.1% |
| Michigan | 601 | 516 | - 14.1% | 1,058 | 968 | - 8.5% |
| Ohio | 417 | 316 | - 24.2% | 741 | 687 | - 7.3% |
| Wisconsin | 158 | 164 | 3.8% | 300 | 237 | - 21.0% |
| **Total** | **1,734** | **1,384** | **- 20.2%** | **3,156** | **2,702** | **- 14.4%** |
| **West North Central** | | | | | | |
| Iowa | 107 | 95 | - 11.2% | 180 | 179 | - 0.6% |
| Kansas | 95 | 97 | 2.1% | 170 | 183 | 7.6% |
| Minnesota | 104 | 86 | - 17.3% | 155 | 144 | - 7.1% |
| Missouri | 321 | 183 | - 43.0% | 531 | 355 | - 33.1% |
| Nebraska | 41 | 32 | - 22.0% | 75 | 65 | - 13.3% |
| North Dakota | 7 | 6 | - 14.3% | 17 | 18 | 5.9% |
| South Dakota | 59 | 77 | 30.5% | 87 | 133 | 52.9% |
| **Total** | **734** | **576** | **- 21.5%** | **1,215** | **1,077** | **- 11.4%** |
| **South Atlantic** | | | | | | |
| Delaware | 115 | 47 | - 59.1% | 224 | 113 | - 49.6% |
| Florida | 1,582 | 1,053 | - 33.4% | 3,460 | 2,303 | - 33.4% |
| Georgia | 758 | 490 | - 35.4% | 1,634 | 1,009 | - 38.2% |
| Maryland | 79 | 45 | - 43.0% | 142 | 95 | - 33.1% |
| North Carolina | 1,216 | 893 | - 26.6% | 2,384 | 1,867 | - 21.7% |
| South Carolina | 908 | 533 | - 41.3% | 1,984 | 1,161 | - 41.5% |
| Virginia | 388 | 269 | - 30.7% | 717 | 547 | - 23.7% |
| West Virginia | 172 | 134 | - 22.1% | 300 | 289 | - 3.7% |
| **Total** | **5,218** | **3,464** | **- 33.6%** | **10,845** | **7,384** | **- 31.9%** |
| **South Central** | | | | | | |
| Alabama | 593 | 396 | - 33.2% | 1,232 | 881 | - 28.5% |
| Arkansas | 159 | 182 | 14.5% | 342 | 353 | 3.2% |
| Kentucky | 423 | 347 | - 18.0% | 798 | 671 | - 15.9% |
| Louisiana | 91 | 118 | 29.7% | 178 | 228 | 28.1% |
| Mississippi | 250 | 188 | - 24.8% | 468 | 410 | - 12.4% |
| Oklahoma | 30 | 32 | 6.7% | 58 | 67 | 15.5% |
| Tennessee | 458 | 354 | - 22.7% | 855 | 698 | - 18.4% |
| Texas | 329 | 347 | 5.5% | 643 | 710 | 10.4% |
| **Total** | **2,333** | **1,964** | **- 15.8%** | **4,574** | **4,018** | **- 12.2%** |

## Manufactured Home Shipments

| | February | | | Year-To-Date | | |
|---|---|---|---|---|---|---|
| | 1990 | 1991 | % Change | 1990 | 1991 | % Change |
| **Mountain** | | | | | | |
| Arizona | 231 | 221 | - 4.3% | 465 | 456 | - 1.9% |
| Colorado | 28 | 48 | 71.4% | 56 | 111 | 98.2% |
| Idaho | 46 | 65 | 41.3% | 107 | 150 | 40.2% |
| Montana | 20 | 25 | 25.0% | 45 | 56 | 24.4% |
| Nevada | 251 | 161 | - 35.9% | 452 | 334 | - 26.1% |
| New Mexico | 97 | 136 | 40.2% | 195 | 255 | 30.8% |
| Utah | 15 | 18 | 20.0% | 30 | 41 | 36.7% |
| Wyoming | 2 | 0 | -100.0% | 8 | 7 | - 12.5% |
| **Total** | **690** | **674** | **- 2.3%** | **1,358** | **1,410** | **3.8%** |
| **Pacific** | | | | | | |
| Alaska | 1 | 5 | 400.0% | 6 | 5 | - 16.7% |
| California | 770 | 414 | - 46.2% | 1,595 | 952 | - 40.3% |
| Hawaii | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Oregon | 306 | 365 | 19.3% | 686 | 816 | 19.0% |
| Washington | 349 | 457 | 30.9% | 712 | 1,015 | 42.6% |
| **Total** | **1,426** | **1,241** | **- 13.0%** | **2,999** | **2,788** | **- 7.0%** |
| DC & U.S. Terr. | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Gov't & Export | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Beginning Inv. | 475 | 850 | 78.9% | 827 | 1,281 | 54.9% |
| Other (Canada) | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| States With * | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| **Total Shipments** | **13,612** | **10,835** | **- 20.4%** | **26,872** | **22,113** | **- 17.7%** |

Cumulative Beginning Inventory--Beginning Inventory Accumulates And Must Be Added To Total Shipments On A Monthly And Year-to-Date Basis. The Data Source, NCSBCS, Does Not Account For The Ultimate Destination Of Inventory (Destination Pending) Items On A Monthly Basis. On a Periodic Basis, Other Than Monthly, NCSBCS Will Determine The Destination of Inventory.

| | Year-To-Date 1991 Product Mix Jan-Feb Shipments | | | Jan-Feb Production | | |
|---|---|---|---|---|---|---|
| | Single-Section | Multi-Section | Total Shipments | Single-Section | Multi-Section | Total Production |
| **Northeast** | | | | | | |
| Connecticut * | 11 | 5 | 16 | * | * | * |
| Maine | 100 | 40 | 140 | 15 | 7 | 22 |
| Massachusetts * | 7 | 10 | 17 | * | * | * |
| New Hampshire * | 15 | 8 | 23 | * | * | * |
| New Jersey * | 18 | 21 | 39 | * | * | * |
| New York * | 272 | 205 | 477 | * | * | * |
| Pennsylvania | 471 | 233 | 704 | 738 | 491 | 1,229 |
| Rhode Island * | 1 | 2 | 3 | * | * | * |
| Vermont * | 14 | 20 | 34 | * | * | * |
| **Total** | **909** | **544** | **1,453** | **753** | **498** | **1,251** |
| | **62.6%** | **37.4%** | **100.0%** | **60.2%** | **39.8%** | **100.0%** |
| **East North Central** | | | | | | |
| Illinois * | 195 | 78 | 273 | * | * | * |
| Indiana | 312 | 225 | 537 | 1,554 | 988 | 2,542 |
| Michigan * | 508 | 460 | 968 | * | * | * |
| Ohio | 476 | 211 | 687 | 203 | 102 | 305 |
| Wisconsin | 206 | 31 | 237 | 228 | 41 | 269 |
| **Total** | **1,697** | **1,005** | **2,702** | **1,985** | **1,131** | **3,116** |
| | **62.8%** | **37.2%** | **100.0%** | **63.7%** | **36.3%** | **100.0%** |
| **West North Central** | | | | | | |
| Iowa * | 144 | 35 | 179 | * | * | * |
| Kansas | 100 | 83 | 183 | 153 | 59 | 212 |
| Minnesota | 95 | 49 | 144 | 171 | 74 | 245 |
| Missouri * | 254 | 101 | 355 | * | * | * |
| Nebraska | 31 | 34 | 65 | 192 | 140 | 332 |
| North Dakota * | 13 | 5 | 18 | * | * | * |
| South Dakota * | 79 | 54 | 133 | * | * | * |
| **Total** | **716** | **361** | **1,077** | **516** | **273** | **789** |
| | **66.5%** | **33.5%** | **100.0%** | **65.4%** | **34.6%** | **100.0%** |
| **South Atlantic** | | | | | | |
| Delaware * | 78 | 35 | 113 | * | * | * |
| Florida | 789 | 1,514 | 2,303 | 530 | 1,333 | 1,863 |
| Georgia | 494 | 515 | 1,009 | 1,438 | 1,310 | 2,748 |
| Maryland * | 52 | 43 | 95 | * | * | * |
| North Carolina | 1,273 | 594 | 1,867 | 1,861 | 691 | 2,552 |
| South Carolina * | 721 | 440 | 1,161 | * | * | * |
| Virginia | 328 | 219 | 547 | 372 | 57 | 429 |
| West Virginia * | 206 | 83 | 289 | * | * | * |
| **Total** | **3,941** | **3,443** | **7,384** | **4,201** | **3,391** | **7,592** |
| | **53.4%** | **46.6%** | **100.0%** | **55.3%** | **44.7%** | **100.0%** |

**Year-To-Date**
**1991 Product Mix**

| | Jan-Feb Shipments | | | Jan-Feb Production | | |
|---|---|---|---|---|---|---|
| | Single-Section | Multi-Section | Total Shipments | Single-Section | Multi-Section | Total Production |
| **South Central** | | | | | | |
| Alabama | 673 | 208 | 881 | 1,283 | 584 | 1,867 |
| Arkansas * | 253 | 100 | 353 | * | * | * |
| Kentucky * | 506 | 165 | 671 | * | * | * |
| Louisiana * | 180 | 48 | 228 | * | * | * |
| Mississippi | 298 | 112 | 410 | 623 | 151 | 774 |
| Oklahoma * | 44 | 23 | 67 | * | * | * |
| Tennessee | 510 | 188 | 698 | 1,427 | 477 | 1,904 |
| Texas | 372 | 338 | 710 | 348 | 362 | 710 |
| **Total** | **2,836** | **1,182** | **4,018** | **3,681** | **1,574** | **5,255** |
| | **70.6%** | **29.4%** | **100.0%** | **70.0%** | **30.0%** | **100.0%** |
| **Mountain** | | | | | | |
| Arizona | 147 | 309 | 456 | 142 | 290 | 432 |
| Colorado * | 54 | 57 | 111 | * | * | * |
| Idaho | 23 | 127 | 150 | 113 | 421 | 534 |
| Montana * | 8 | 48 | 56 | * | * | * |
| Nevada * | 52 | 282 | 334 | * | * | * |
| New Mexico * | 144 | 111 | 255 | * | * | * |
| Utah * | 3 | 38 | 41 | * | * | * |
| Wyoming * | 4 | 3 | 7 | * | * | * |
| **Total** | **435** | **975** | **1,410** | **255** | **711** | **966** |
| | **30.9%** | **69.1%** | **100.0%** | **26.4%** | **73.6%** | **100.0%** |
| **Pacific** | | | | | | |
| Alaska * | 4 | 1 | 5 | * | * | * |
| California | 114 | 838 | 952 | 139 | 1,020 | 1,159 |
| Hawaii * | 0 | 0 | 0 | * | * | * |
| Oregon | 117 | 699 | 816 | 202 | 1,233 | 1,435 |
| Washington | 136 | 879 | 1,015 | 6 | 296 | 302 |
| **Total** | **371** | **2,417** | **2,788** | **347** | **2,549** | **2,896** |
| | **13.3%** | **86.7%** | **100.0%** | **12.0%** | **88.0%** | **100.0%** |
| DC & U.S. Terr. * | 0 | 0 | 0 | * | * | * |
| Sub Total U.S | 10,905 | 9,927 | 20,832 | 11,738 | 10,127 | 21,865 |
| | 52.3% | 47.7% | 100.0% | 53.7% | 46.3% | 100.0% |
| Gov't & Export | 0 | 0 | 0 | 0 | 0 | 0 |
| Beginning Inv. | 891 | 390 | 1,281 | 0 | 0 | 0 |
| Other (Canada) | 0 | 0 | 0 | 0 | 0 | 0 |
| States With * | 0 | 0 | 0 | 388 | 309 | 697 |
| **Total** | **11,796** | **10,317** | **22,113** | **12,126** | **10,436** | **22,562** |
| | **53.3%** | **46.7%** | **100.0%** | **53.7%** | **46.3%** | **100.0%** |

## Shipments of Manufactured Homes by State
## Ranked From Highest to Lowest
## February 1991

| State | Total Shipment | % of Total | Rank | Single Sectn Shpmnt | % of Total | Rank | Multi Sectn Shpmnt | % of Total | Rank |
|---|---|---|---|---|---|---|---|---|---|
| Florida | 1,053 | 10.5% | 1 | 330 | 6.3% | 3 | 723 | 15.3% | 1 |
| North Carolina | 893 | 8.9% | 2 | 608 | 11.6% | 1 | 285 | 6.0% | 5 |
| South Carolina | 533 | 5.3% | 3 | 348 | 6.6% | 2 | 185 | 3.9% | 8 |
| Michigan | 516 | 5.2% | 4 | 274 | 5.2% | 5 | 242 | 5.1% | 6 |
| Georgia | 490 | 4.9% | 5 | 250 | 4.8% | 7 | 240 | 5.1% | 7 |
| Washington | 457 | 4.6% | 6 | 66 | 1.3% | 24 | 391 | 8.3% | 2 |
| California | 414 | 4.1% | 7 | 38 | 0.7% | 31 | 376 | 8.0% | 3 |
| Alabama | 396 | 4.0% | 8 | 296 | 5.6% | 4 | 100 | 2.1% | 17 |
| Oregon | 365 | 3.7% | 9 | 56 | 1.1% | 26 | 309 | 6.5% | 4 |
| Tennessee | 354 | 3.5% | 10 | 247 | 4.7% | 8 | 107 | 2.3% | 13 |
| Kentucky | 347 | 3.5% | 11 | 261 | 5.0% | 6 | 86 | 1.8% | 19 |
| Texas | 347 | 3.5% | 12 | 180 | 3.4% | 11 | 167 | 3.5% | 9 |
| Ohio | 316 | 3.2% | 13 | 214 | 4.1% | 9 | 102 | 2.2% | 16 |
| Pennsylvania | 305 | 3.1% | 14 | 207 | 3.9% | 10 | 98 | 2.1% | 18 |
| Virginia | 269 | 2.7% | 15 | 150 | 2.9% | 12 | 119 | 2.5% | 12 |
| New York | 252 | 2.5% | 16 | 148 | 2.8% | 13 | 104 | 2.2% | 15 |
| Indiana | 243 | 2.4% | 17 | 137 | 2.6% | 17 | 106 | 2.2% | 14 |
| Arizona | 221 | 2.2% | 18 | 62 | 1.2% | 25 | 159 | 3.4% | 10 |
| Mississippi | 188 | 1.9% | 19 | 131 | 2.5% | 18 | 57 | 1.2% | 20 |
| Missouri | 183 | 1.8% | 20 | 137 | 2.6% | 16 | 46 | 1.0% | 24 |
| Arkansas | 182 | 1.8% | 21 | 138 | 2.6% | 15 | 44 | 0.9% | 25 |
| Wisconsin | 164 | 1.6% | 22 | 145 | 2.8% | 14 | 19 | 0.4% | 33 |
| Nevada | 161 | 1.6% | 23 | 29 | 0.6% | 33 | 132 | 2.8% | 11 |
| Illinois | 145 | 1.5% | 24 | 96 | 1.8% | 20 | 49 | 1.0% | 23 |
| New Mexico | 136 | 1.4% | 25 | 79 | 1.5% | 23 | 57 | 1.2% | 21 |
| West Virginia | 134 | 1.3% | 26 | 97 | 1.8% | 19 | 37 | 0.8% | 27 |
| Louisiana | 118 | 1.2% | 27 | 92 | 1.7% | 21 | 26 | 0.6% | 30 |
| Kansas | 97 | 1.0% | 28 | 54 | 1.0% | 28 | 43 | 0.9% | 26 |
| Iowa | 95 | 1.0% | 29 | 79 | 1.5% | 22 | 16 | 0.3% | 37 |
| Minnesota | 86 | 0.9% | 30 | 56 | 1.1% | 27 | 30 | 0.6% | 29 |
| South Dakota | 77 | 0.8% | 31 | 44 | 0.8% | 29 | 33 | 0.7% | 28 |
| Idaho | 65 | 0.7% | 32 | 10 | 0.2% | 38 | 55 | 1.2% | 22 |
| Maine | 59 | 0.6% | 33 | 41 | 0.8% | 30 | 18 | 0.4% | 35 |
| Colorado | 48 | 0.5% | 34 | 24 | 0.5% | 35 | 24 | 0.5% | 31 |
| Delaware | 47 | 0.5% | 35 | 32 | 0.6% | 32 | 15 | 0.3% | 38 |
| Maryland | 45 | 0.5% | 36 | 28 | 0.5% | 34 | 17 | 0.4% | 36 |
| Oklahoma | 32 | 0.3% | 37 | 20 | 0.4% | 36 | 12 | 0.3% | 40 |
| Nebraska | 32 | 0.3% | 38 | 17 | 0.3% | 37 | 15 | 0.3% | 39 |
| Montana | 25 | 0.3% | 39 | 2 | 0.0% | 46 | 23 | 0.5% | 32 |
| New Jersey | 20 | 0.2% | 40 | 8 | 0.2% | 40 | 12 | 0.3% | 41 |
| Vermont | 19 | 0.2% | 41 | 9 | 0.2% | 39 | 10 | 0.2% | 42 |
| Utah | 18 | 0.2% | 42 | 0 | 0.0% | 50 | 18 | 0.4% | 34 |
| New Hampshire | 11 | 0.1% | 43 | 4 | 0.1% | 43 | 7 | 0.1% | 43 |
| Massachusetts | 8 | 0.1% | 44 | 2 | 0.0% | 44 | 6 | 0.1% | 44 |
| Connecticut | 6 | 0.1% | 45 | 2 | 0.0% | 45 | 4 | 0.1% | 45 |
| North Dakota | 6 | 0.1% | 46 | 5 | 0.1% | 41 | 1 | 0.0% | 48 |
| Alaska | 5 | 0.1% | 47 | 4 | 0.1% | 42 | 1 | 0.0% | 47 |
| Rhode Island | 2 | 0.0% | 48 | 1 | 0.0% | 47 | 1 | 0.0% | 46 |
| Wyoming | 0 | 0.0% | 49 | 0 | 0.0% | 49 | 0 | 0.0% | 49 |
| Hawaii | 0 | 0.0% | 50 | 0 | 0.0% | 48 | 0 | 0.0% | 50 |
| | 9,985 | 100.4% | | 5,258 | 100.1% | | 4,727 | 100.0% | |

Does Not Include Destination Pending (Beginning Inventory)
Percentages May Not Add to 100% Because of Rounding

**Shipments of Manufactured Homes by State**
**Ranked From Highest to Lowest**
**Jan-Feb 1991**

| State | Total Shipment | % of Total | Rank | Single Sectn Shpmnt | % of Total | Rank | Multi Sectn Shpmnt | % of Total | Rank |
|---|---|---|---|---|---|---|---|---|---|
| Florida | 2,303 | 11.1% | 1 | 789 | 7.2% | 2 | 1,514 | 15.3% | 1 |
| North Carolina | 1,867 | 9.0% | 2 | 1,273 | 11.7% | 1 | 594 | 6.0% | 5 |
| South Carolina | 1,161 | 5.6% | 3 | 721 | 6.6% | 3 | 440 | 4.4% | 8 |
| Washington | 1,015 | 4.9% | 4 | 136 | 1.2% | 25 | 879 | 8.9% | 2 |
| Georgia | 1,009 | 4.8% | 5 | 494 | 4.5% | 8 | 515 | 5.2% | 6 |
| Michigan | 968 | 4.6% | 6 | 508 | 4.7% | 6 | 460 | 4.6% | 7 |
| California | 952 | 4.6% | 7 | 114 | 1.0% | 27 | 838 | 8.4% | 3 |
| Alabama | 881 | 4.2% | 8 | 673 | 6.2% | 4 | 208 | 2.1% | 16 |
| Oregon | 816 | 3.9% | 9 | 117 | 1.1% | 26 | 699 | 7.0% | 4 |
| Texas | 710 | 3.4% | 10 | 372 | 3.4% | 11 | 338 | 3.4% | 9 |
| Pennsylvania | 704 | 3.4% | 11 | 471 | 4.3% | 10 | 233 | 2.3% | 12 |
| Tennessee | 698 | 3.4% | 12 | 510 | 4.7% | 5 | 188 | 1.9% | 18 |
| Ohio | 687 | 3.3% | 13 | 476 | 4.4% | 9 | 211 | 2.1% | 15 |
| Kentucky | 671 | 3.2% | 14 | 506 | 4.6% | 7 | 165 | 1.7% | 19 |
| Virginia | 547 | 2.6% | 15 | 328 | 3.0% | 12 | 219 | 2.2% | 14 |
| Indiana | 537 | 2.6% | 16 | 312 | 2.9% | 13 | 225 | 2.3% | 13 |
| New York | 477 | 2.3% | 17 | 272 | 2.5% | 15 | 205 | 2.1% | 17 |
| Arizona | 456 | 2.2% | 18 | 147 | 1.3% | 22 | 309 | 3.1% | 10 |
| Mississippi | 410 | 2.0% | 19 | 298 | 2.7% | 14 | 112 | 1.1% | 21 |
| Missouri | 355 | 1.7% | 20 | 254 | 2.3% | 16 | 101 | 1.0% | 23 |
| Arkansas | 353 | 1.7% | 21 | 253 | 2.3% | 17 | 100 | 1.0% | 24 |
| Nevada | 334 | 1.6% | 22 | 52 | 0.5% | 35 | 282 | 2.8% | 11 |
| West Virginia | 289 | 1.4% | 23 | 206 | 1.9% | 19 | 83 | 0.8% | 26 |
| Illinois | 273 | 1.3% | 24 | 195 | 1.8% | 20 | 78 | 0.8% | 27 |
| New Mexico | 255 | 1.2% | 25 | 144 | 1.3% | 24 | 111 | 1.1% | 22 |
| Wisconsin | 237 | 1.1% | 26 | 206 | 1.9% | 18 | 31 | 0.3% | 39 |
| Louisiana | 228 | 1.1% | 27 | 180 | 1.7% | 21 | 48 | 0.5% | 32 |
| Kansas | 183 | 0.9% | 28 | 100 | 0.9% | 28 | 83 | 0.8% | 25 |
| Iowa | 179 | 0.9% | 29 | 144 | 1.3% | 23 | 35 | 0.4% | 37 |
| Idaho | 150 | 0.7% | 30 | 23 | 0.2% | 38 | 127 | 1.3% | 20 |
| Minnesota | 144 | 0.7% | 31 | 95 | 0.9% | 30 | 49 | 0.5% | 30 |
| Maine | 140 | 0.7% | 32 | 100 | 0.9% | 29 | 40 | 0.4% | 34 |
| South Dakota | 133 | 0.6% | 33 | 79 | 0.7% | 31 | 54 | 0.5% | 29 |
| Delaware | 113 | 0.5% | 34 | 78 | 0.7% | 32 | 35 | 0.4% | 36 |
| Colorado | 111 | 0.5% | 35 | 54 | 0.5% | 33 | 57 | 0.6% | 28 |
| Maryland | 95 | 0.5% | 36 | 52 | 0.5% | 34 | 43 | 0.4% | 33 |
| Oklahoma | 67 | 0.3% | 37 | 44 | 0.4% | 36 | 23 | 0.2% | 40 |
| Nebraska | 65 | 0.3% | 38 | 31 | 0.3% | 37 | 34 | 0.3% | 38 |
| Montana | 56 | 0.3% | 39 | 8 | 0.1% | 44 | 48 | 0.5% | 31 |
| Utah | 41 | 0.2% | 40 | 3 | 0.0% | 48 | 38 | 0.4% | 35 |
| New Jersey | 39 | 0.2% | 41 | 18 | 0.2% | 39 | 21 | 0.2% | 41 |
| Vermont | 34 | 0.2% | 42 | 14 | 0.1% | 41 | 20 | 0.2% | 42 |
| New Hampshire | 23 | 0.1% | 43 | 15 | 0.1% | 40 | 8 | 0.1% | 44 |
| North Dakota | 18 | 0.1% | 44 | 13 | 0.1% | 42 | 5 | 0.1% | 46 |
| Massachusetts | 17 | 0.1% | 45 | 7 | 0.1% | 45 | 10 | 0.1% | 43 |
| Connecticut | 16 | 0.1% | 46 | 11 | 0.1% | 43 | 5 | 0.1% | 45 |
| Wyoming | 7 | 0.0% | 47 | 4 | 0.0% | 46 | 3 | 0.0% | 47 |
| Alaska | 5 | 0.0% | 48 | 4 | 0.0% | 47 | 1 | 0.0% | 49 |
| Rhode Island | 3 | 0.0% | 49 | 1 | 0.0% | 49 | 2 | 0.0% | 48 |
| Hawaii | 0 | 0.0% | 50 | 0 | 0.0% | 50 | 0 | 0.0% | 50 |
| | **20,832** | **100.1%** | | **10,905** | **99.8%** | | **9,927** | **99.9%** | |

Does Not Include [illegible]nation Pending (Beginning Inventory)
Percentages May N[illegible]d to 100% Because of Rounding

**Production of Manufactured Homes by State**
**Ranked From Highest to Lowest**
**February 1991**

| State | Total Productn | % of Total | Rank | Single Sectn Prduct | % of Total | Rank | Multi Sectn Prduct | % of Total | Rank |
|---|---|---|---|---|---|---|---|---|---|
| Georgia | 1,292 | 12.2% | 1 | 708 | 12.4% | 3 | 584 | 12.0% | 2 |
| Indiana | 1,291 | 12.2% | 2 | 780 | 13.7% | 2 | 511 | 10.5% | 4 |
| North Carolina | 1,233 | 11.7% | 3 | 906 | 15.9% | 1 | 327 | 6.7% | 6 |
| Alabama | 963 | 9.1% | 4 | 652 | 11.5% | 4 | 311 | 6.4% | 7 |
| Tennessee | 892 | 8.4% | 5 | 648 | 11.4% | 5 | 244 | 5.0% | 9 |
| Florida | 879 | 8.3% | 6 | 227 | 4.0% | 8 | 652 | 13.4% | 1 |
| Oregon | 640 | 6.1% | 7 | 97 | 1.7% | 14 | 543 | 11.2% | 3 |
| Pennsylvania | 587 | 5.6% | 8 | 341 | 6.0% | 6 | 246 | 5.1% | 8 |
| California | 523 | 5.0% | 9 | 55 | 1.0% | 18 | 468 | 9.6% | 5 |
| Mississippi | 364 | 3.4% | 10 | 288 | 5.1% | 7 | 76 | 1.6% | 14 |
| Texas | 350 | 3.3% | 11 | 164 | 2.9% | 9 | 186 | 3.8% | 10 |
| Idaho | 231 | 2.2% | 12 | 52 | 0.9% | 19 | 179 | 3.7% | 11 |
| Arizona | 215 | 2.0% | 13 | 60 | 1.1% | 17 | 155 | 3.2% | 12 |
| Virginia | 194 | 1.8% | 14 | 164 | 2.9% | 10 | 30 | 0.6% | 18 |
| Nebraska | 170 | 1.6% | 15 | 94 | 1.7% | 15 | 76 | 1.6% | 15 |
| Ohio | 161 | 1.5% | 16 | 112 | 2.0% | 12 | 49 | 1.0% | 16 |
| Wisconsin | 160 | 1.5% | 17 | 142 | 2.5% | 11 | 18 | 0.4% | 20 |
| Washington | 144 | 1.4% | 18 | 4 | 0.1% | 21 | 140 | 2.9% | 13 |
| Minnesota | 141 | 1.3% | 19 | 101 | 1.8% | 13 | 40 | 0.8% | 17 |
| Kansas | 117 | 1.1% | 20 | 90 | 1.6% | 16 | 27 | 0.6% | 19 |
| Maine | 12 | 0.1% | 21 | 8 | 0.1% | 20 | 4 | 0.1% | 21 |
| Iowa | * | | | | | | | | |
| Alaska | * | | | | | | | | |
| Montana | * | | | | | | | | |
| New Jersey | * | | | | | | | | |
| Connecticut | * | | | | | | | | |
| Rhode Island | * | | | | | | | | |
| Michigan | * | | | | | | | | |
| Hawaii | * | | | | | | | | |
| Oklahoma | * | | | | | | | | |
| South Dakota | * | | | | | | | | |
| South Carolina | * | | | | | | | | |
| Vermont | * | | | | | | | | |
| Missouri | * | | | | | | | | |
| Louisiana | * | | | | | | | | |
| North Dakota | * | | | | | | | | |
| New York | * | | | | | | | | |
| Nevada | * | | | | | | | | |
| Maryland | * | | | | | | | | |
| Arkansas | * | | | | | | | | |
| New Hampshire | * | | | | | | | | |
| Massachusetts | * | | | | | | | | |
| Colorado | * | | | | | | | | |
| Utah | * | | | | | | | | |
| Illinois | * | | | | | | | | |
| Kentucky | * | | | | | | | | |
| Delaware | * | | | | | | | | |
| New Mexico | * | | | | | | | | |
| Wyoming | * | | | | | | | | |
| West Virginia | * | | | | | | | | |
| | 10,559 | 99.8% | | 5,693 | 100.3% | | 4,866 | 100.2% | |

Does Not Include States with "*"
Percentages May Not Add to 100% Because of Rounding

**Production of Manufactured Homes by State**
**Ranked From Highest to Lowest**
**Jan-Feb 1991**

| State | Total Productn | % of Total | Rank | Single Sectn Prduct | % of Total | Rank | Multi Sectn Prduct | % of Total | Rank |
|---|---|---|---|---|---|---|---|---|---|
| Georgia | 2,748 | 12.6% | 1 | 1,438 | 12.3% | 3 | 1,310 | 12.9% | 2 |
| North Carolina | 2,552 | 11.7% | 2 | 1,861 | 15.9% | 1 | 691 | 6.8% | 6 |
| Indiana | 2,542 | 11.6% | 3 | 1,554 | 13.2% | 2 | 988 | 9.8% | 5 |
| Tennessee | 1,904 | 8.7% | 4 | 1,427 | 12.2% | 4 | 477 | 4.7% | 9 |
| Alabama | 1,867 | 8.5% | 5 | 1,283 | 10.9% | 5 | 584 | 5.8% | 7 |
| Florida | 1,863 | 8.5% | 6 | 530 | 4.5% | 8 | 1,333 | 13.2% | 1 |
| Oregon | 1,435 | 6.6% | 7 | 202 | 1.7% | 13 | 1,233 | 12.2% | 3 |
| Pennsylvania | 1,229 | 5.6% | 8 | 738 | 6.3% | 6 | 491 | 4.8% | 8 |
| California | 1,159 | 5.3% | 9 | 139 | 1.2% | 18 | 1,020 | 10.1% | 4 |
| Mississippi | 774 | 3.5% | 10 | 623 | 5.3% | 7 | 151 | 1.5% | 14 |
| Texas | 710 | 3.2% | 11 | 348 | 3.0% | 10 | 362 | 3.6% | 11 |
| Idaho | 534 | 2.4% | 12 | 113 | 1.0% | 19 | 421 | 4.2% | 10 |
| Arizona | 432 | 2.0% | 13 | 142 | 1.2% | 17 | 290 | 2.9% | 13 |
| Virginia | 429 | 2.0% | 14 | 372 | 3.2% | 9 | 57 | 0.6% | 19 |
| Nebraska | 332 | 1.5% | 15 | 192 | 1.6% | 14 | 140 | 1.4% | 15 |
| Ohio | 305 | 1.4% | 16 | 203 | 1.7% | 12 | 102 | 1.0% | 16 |
| Washington | 302 | 1.4% | 17 | 6 | 0.1% | 21 | 296 | 2.9% | 12 |
| Wisconsin | 269 | 1.2% | 18 | 228 | 1.9% | 11 | 41 | 0.4% | 20 |
| Minnesota | 245 | 1.1% | 19 | 171 | 1.5% | 15 | 74 | 0.7% | 17 |
| Kansas | 212 | 1.0% | 20 | 153 | 1.3% | 16 | 59 | 0.6% | 18 |
| Maine | 22 | 0.1% | 21 | 15 | 0.1% | 20 | 7 | 0.1% | 21 |
| New Mexico | * | | | | | | | | |
| Oklahoma | * | | | | | | | | |
| Missouri | * | | | | | | | | |
| Arkansas | * | | | | | | | | |
| Louisiana | * | | | | | | | | |
| Iowa | * | | | | | | | | |
| Montana | * | | | | | | | | |
| Utah | * | | | | | | | | |
| North Dakota | * | | | | | | | | |
| Michigan | * | | | | | | | | |
| Illinois | * | | | | | | | | |
| Alaska | * | | | | | | | | |
| Colorado | * | | | | | | | | |
| Maryland | * | | | | | | | | |
| Hawaii | * | | | | | | | | |
| Vermont | * | | | | | | | | |
| New Hampshire | * | | | | | | | | |
| West Virginia | * | | | | | | | | |
| Wyoming | * | | | | | | | | |
| Delaware | * | | | | | | | | |
| South Carolina | * | | | | | | | | |
| New York | * | | | | | | | | |
| Rhode Island | * | | | | | | | | |
| South Dakota | * | | | | | | | | |
| Massachusetts | * | | | | | | | | |
| Connecticut | * | | | | | | | | |
| New Jersey | * | | | | | | | | |
| Nevada | * | | | | | | | | |
| Kentucky | * | | | | | | | | |
| | 21,865 | 99.9% | | 11,738 | 100.1% | | 10,127 | 100.2% | |

Does Not Include States with "*"
Percentages May Not Add to 100% Because of Rounding

**Manufactured Home Shipments, Privately Owned Housing Units Started and Single-Family Homes Sold - 1990**

| Month | MH Shipments | Housing Starts | MH as a % of Housing Starts | Homes Sold | MH as a % of Homes Sold |
|---|---|---|---|---|---|
| January | 13,260 | 99,200 | 11.8 | 45,000 | 22.8 |
| February | 13,612 | 86,900 | 13.5 | 50,000 | 21.4 |
| March | 16,313 | 108,500 | 13.1 | 58,000 | 22.0 |
| April | 16,472 | 119,000 | 12.2 | 52,000 | 24.1 |
| May | 18,052 | 121,100 | 13.0 | 50,000 | 26.5 |
| June | 17,557 | 117,800 | 13.0 | 50,000 | 26.0 |
| July | 15,059 | 111,200 | 11.9 | 46,000 | 24.7 |
| August | 19,399 | 102,800 | 15.9 | 46,000 | 29.7 |
| September | 15,921 | 93,100 | 14.6 | 38,000 | 29.5 |
| October | 17,930 | 94,400 | 16.0 | 37,000 | 32.6 |
| November | 14,267 | 81,400 | 14.9 | 34,000 | 29.6 |
| December | 10,330 | 57,400* | 15.3* | 29,000* | 26.3* |
| | **188,172** | **1,192,800*** | **13.6*** | **534,000*** | **26.1*** |

**Manufactured Home Shipments, Privately Owned Housing Units Started and Single-Family Homes Sold - 1991**

| Month | MH Shipments | Housing Starts | MH as a % of Housing Starts | Homes Sold | MH as a % of Homes Sold |
|---|---|---|---|---|---|
| January | 11,278 | 52,400* | 17.7* | 29,000* | 28.0* |
| February | 10,835 | 59,900* | 15.3* | 38,000* | 22.2* |
| March | | | | | |
| April | | | | | |
| May | | | | | |
| June | | | | | |
| July | | | | | |
| August | | | | | |
| September | | | | | |
| October | | | | | |
| November | | | | | |
| December | | | | | |

*Preliminary
Note: Housing Starts and Homes Sold are not seasonally adjusted.

Data Source: Manufactured Home Shipments - NCSBCS
Privately Owned Housing Units Started & Single-Family Homes Sold - U.S. Department of Commerce, Bureau of the Census